

FAX

R. J. Reynolds Tobacco Co.
400 Raritan Center Parkway
Edison, N.J. 08837

Date 10/24/96

Number of pages including cover sheet

To: Glikin Brothers

Jeffrey Michelson

Phone

Fax Phone 201-817-9325

CC: Sean Cleerdin

Mike McHugh

From:

Lanny Wolfe

Phone 908-225-4774

Fax Phone 908-417-9076

Voice Mail 800-757-8255
Ext.48795

☐ Urgent ☒ For your review ☐ Reply ASAP ☐ Please comment

Enclosed is the information you will need to work the November VAP Promotion. Please pack each display with 1 carton each of the 4 styles of DORAL B2G1F product and 1/2 carton of each of the 4 styles of live product. Add to normal order for each account on attached VAP list beginning November 4th. You will be credited with approximately **\$1,231.00** if displays are packed and automatically sent out to accounts on the attached list by November 30th.

If you have any questions please let me know.

Thanks.

Lanny

51849 4100



**R. J. Reynolds Tobacco Company
NOVEMBER '96 VAP PROMOTION**

Account: GLIKIN BROS. Acct. #227040

Brand Promotion		DORAL B2G1Free	
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Display Packing	1.5 ctn Doral FFK 1.5 ctn Doral FF100 1.5 ctn Doral LTK 1.5 ctn Doral LT100
Allocation (cs)	1 Doral FFK(6M) B2G1F 1 Doral FF100(6M) " 1 Doral LTK(6M) " 1 Doral LT100(6M) " 0 Doral FFK(12M) Live 0 Doral FF100(12M) " 0 Doral LT100(12M) " 0 Doral LT100(12M) "

Displays 30

Date Product Recvd 11/4/96

Display Assembly (timing) Immediately

Displays Shipped to Retail -procedures required to receive .08 per ctn Category II payment:	Send displays automatically to accounts on attached list beginning 11/4/96	Please cross out any account that refuses promotion and return list to RJR
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**You will be credited with the following
estimated November monthly Category II
payment if all displays are sent to accounts
on attached list by November 30, 1996**

\$1,231.00*

Packing and shipping payment if packing is completed within 2 weeks:	28.00 per 12M case of Live product
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***Must make July-Dec. RJR share of market or Savings share of category goal to collect this \$**

Note:

- ① **Send the number of displays indicated on attached VAP list.**
- ② **Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.**

51849 4101

WHOLESALER : 227040 GLIKIN BROTHERS <DIRECT>
 TEMPLATE : GLIKIN (DORAL B2G1F)
 TEMPLATE SEQ : 0003
 SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122104	122629	978084	ABE FOOD MARKET	472 CENTRAL AVE	JERSEY CITY	NJ	07307	1			
122104	122629	274305	B&B CIGAR&GENERALSTD	119 NEWARK AVE	JERSEY CITY	NJ	07302	1			
133402	133481	280696	BABES CORNER STORE	131 SUMNER AVE	SEASIDE HEIGHTS	NJ	08751	1			
122108		276349	BOULEVARD GOURMET	6001 BOULEVARDE	WEST NEW YORK	NJ	07093	1			
122606		275460	BROCKMANS PHARMACY	78 AVE C	BAYONNE	NJ	07002	1			
122608		876957	CARIBE MARKET	690 MOUNT PROSPECT A	NEWARK	NJ	07104	1			
122607		400904	CENTER DRUG	20 BROAD ST	BLOOMFIELD	NJ	07003	1			378780
122607		051191	CENTRAL WHSL CDY/TOB	394-6 CENTRAL AVENUE	NEWARK	NJ	07103	1		3666-0000	
133006		705892	CHIRAG FOOD MART INC	182 ROUTE 35 & CREST	CLIFFWOOD BEACH	NJ	07735	1			966317
133005	133024	469041	CONVENIENT DELI	650 KING GEORGES RD	FORDS	NJ	08863	1			227040
122107		275004	D'ALLEGROS PHARMACY	252 WALNUT ST	NEWARK	NJ	07105	1			
133402		780706	DOVER PHARMACY	1245 ROUTE 166	TOMS RIVER	NJ	08753	1			
133002		687033	EAST NORTH FOOD CORP	36 MAIN ST	KEANSBURG	NJ	07734	1			
122603	122622	274860	EL CABALLO BLANCO	660 MOUNT PROSPECT A	NEWARK	NJ	07104	1			
122606		679054	ELIZABETH VARIETY	1175 DICKERSON ST.	ELIZABETH	NJ	07201	1			
122104	122629	316317	ENZO'S	9 FRANK E ROGERS BLV	HARRISON	NJ	07029	1			
133003	133025	358829	GENE'S II	163 SPEEDWELL AVE	MORRIS PLAINS	NJ	07950	1			
133008	133025	693471	GENE'S III	87 N BEVERWYCK RD	LAKE HIAWATHA	NJ	07034	1			
133405	133021	676367	GETTY HOWELL	4545 US HIGHWAY 9	HOWELL	NJ	07731	1			
122104	122629	563214	GHAH CONFECTIONERY	543 NEWARK AVE	JERSEY CITY	NJ	07306	1			
122107		273028	HINZES DELI	533 HARRISON AVE	HARRISON	NJ	07029	1			
122107		425245	JBD SHOP INC	93 FERRY ST	NEWARK	NJ	07105	1			
122103	122628	692990	JIMENEZ GROCERY	401-411 JACKSON AVE.	HOBOKEN	NJ	07030	1			
122104	122629	773690	KALIBAT PHARMACY	199 FERRY ST	NEWARK	NJ	07105	1			
133005		470122	KARAN ENTERPRISES	21 DELANEY CT	SOUTH PLAINFIELD	NJ	07080	1			
122104		077060	KARIS PAPER DIST.	140 AVON AVE	NEWARK	NJ	07108	1			
122103	122628	642737	LA BODEGUITA DEL MED	3609 NEW YORK AVE	UNION CITY	NJ	07087	1			
122103	122628	707548	LA 37 GROC	420 37TH ST	UNION CITY	NJ	07087	1			
122603	122622	274362	LISS PHARMACY	794 MOUNT PROSPECT A	NEWARK	NJ	07104	1			
122103	122628	438660	LORENZEN ENTERPRISES	3403 PARK AVE	UNION CITY	NJ	07087	1			
122104	122629	906283	M&N MARKET	2801 KENNEDY BLVD.	JERSEY CITY	NJ	07306	1			
133405	133021	280507	MAR ANN VARIETY	4034 ROUTE 95 S	HOWELL	NJ	07731	1			
133003		689306	MEG'S MARKET	736 SPEEDWELL AVE	MORRIS PLAINS	NJ	07950	1			
122107		273097	MICHAELS FARM	739 SCHUYLER AVE	KEARNY	NJ	07032	1			
133002	133021	468153	MUNCHIES	314 W SYLVANIA AVE	NEPTUNE	NJ	07753	1			
122107		325636	N.A. WHOLESALE	169 RIDGE RD	NORTH ARLINGTON	NJ	07031	1		3666-0000	
122104	122629	773968	OASIS LIQUORS	521 FERRY ST	NEWARK	NJ	07105	1			
122105		291678	OK MARKET	1418 RIVER RD	EDGEWATER	NJ	07020	1			
122103		773909	PARK AVE. LIQ & DEL	5102 PARK AVE	WEST NEW YORK	NJ	07093	1			
133006	133029	728312	PURI CONVENIENCE INC	9 LAURENCE PKY	LAURENCE HARBOR	NJ	08879	1			
133001	133022	437866	S L N NEWS	3 W WASHINGTON AVE	WASHINGTON	NJ	07882	1			
122608		661630	S&S INC	1 RAYMOND BLVD WEST	NEWARK	NJ	07102	1			

WHOLESALER : 227040 GLIKIN BROTHERS <DIRECT>
 TEMPLATE : GLIKIN (DORAL B2G1F)
 TEMPLATE SEQ : 0003
 SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122608		661631	S&S INC	1 RAYMOND BLVD WEST	NEWARK	NJ	07102	1			
122607		400752	SALAD BOWL	63 1/2 BELLEVILLE AV	BLOOMFIELD	NJ	07003	1			
122103		399935	SALS DELI	4510 BERGEN TPKE	NORTH BERGEN	NJ	07047	1			
122103		770665	SHOPRITE LIQUORS 773	494 ANDERSON AVE	CLIFFSIDE PARK	NJ	07010	1			
122104	122629	020270	THE BOTTLE STOP	125 WILSON AVE	NEWARK	NJ	07105	1			
122608		879379	THREE STAR GROCERY	445 CENTRAL AVE	EAST ORANGE	NJ	07018	1			
122103	122628	876710	TONY'S DELI	410 SECOND ST	HOBOKEN	NJ	07030	1			
133002	133023	283026	V.R. CORP. OF N.J.	492 JOLINE AVE	LONG BRANCH	NJ	07740	1			
133004	133022	402480	WALD DRUGS	ROUTE 202-31	FLEMINGTON	NJ	08822	1			
122107		273115	WALSHS LIQUORS	53 DAVIS AVE	KEARNY	NJ	07032	1			
122104	122629	273111	WALTERS MARKET	210 QUINCY AVE	KEARNY	NJ	07032	1			
122602		772901	WESTSIDE GENERAL	420 WESTSIDE AV	JERSEY CITY	NJ	07305	1			
122103	122628	598976	WESTSIDE LIQUOR	301 JACKSON STREET	HOBOKEN	NJ	07030	1			
133402	133420	280681	WHITEYS DELI	438 MANTOLOKING RD	OSBORNSVILLE	NJ	08723	1			
122105		244227	WILLIES DELI	538 PIERMONT RD	CLOSTER	NJ	07624	1			
122103	122628	276848	WILLOW SUPERMARKET	841 WILLOW AVE	HOBOKEN	NJ	07030	1			227040
122104	122629	876648	7-11 #21390	38 PASSAIC AVE	NUTLEY	NJ	07110	1		0001-0402	378780

PAGE BREAK TOTAL ACCOUNTS 59 TOTAL QUANTITY 59

TEMPLATE TOTAL ACCOUNTS 59 TOTAL QUANTITY 59



SALES COPY
INVOICE

ACCOUNT NO.	INVOICE DATE	INVOICE NO.	MAIL
2270400	11/04/96	309-0086	10-23
WAREHOUSE		CARRIER	
065 PITMAN			

BILLING
ADDRESS

GLIKIN BROTHERS
2 JOSEPH STREET
NEWARK NJ 07105-4786

SOLD TO/
SHIP TO

GLIKIN BROTHERS
2 JOSEPH STREET
NEWARK NJ 07105-4786

SPECIAL INSTRUCTIONS: 601794 - DORAL B1G1F-3

PRINT DATE	SHIP DATE	B/L NUMBER	PURCHASE ORDER OR CONTRACT NO.	MODE	ORDER SOURCE	ORDER DATE	DIVISION	COPIES	OPERATOR
0/31	11/04	309-0086		MAIL	SALES	10/03	1221	****	WGCUU
QUANTITY	ITEM NO.	SIZE/CTNS	ITEM NAME	CHGT QUANTITY	ITEM PRICE	BILLING AMOUNT			
1	22263	6M 30	DORAL LIGHT B1G1F	6,000	275.7000	275.70			
1	22264	6M 30	DORAL LT 100 B1G1F	6,000	275.7000	275.70			
1	22267	6M 30	DORAL FF 100 B1G1F	6,000	275.7000	275.70			
1	22268	6M 30	DORAL FULL FLAVOR B1G1F	6,000	275.7000	275.70			
LESS CREDIT FOR FREE PRODUCT						551.40-			
DISCOUNTABLE GROSS						551.40			
STD TERMS DISCOUNT OF 3.25%						17.92-			
LESS HANDLING ALLOWANCE						17.92-			
EFT DISCOUNTABLE AMT						515.56			
EFT TERMS DISCOUNT OF 1.40%						7.22-			
LESS STATE TAX FOR FREE PRODUCT						240.00-			
TOTAL QUANTITY	SHIP WEIGHT	THOUSAND CHGT	TERMS			DUE	TERMS DISCOUNT(S)	INVOICE AMOUNT	
4	70	24	Credit Terms Start on Invoice/Sched. Delivery Date			11/04	25.14-	268.34	
		20'S	PAYMENT BY EFT					293.48	
			OTHERWISE PAST DUE						

*** E F T INVOICE *** WILL DRAFT ON 11/04

01-0002-014 -2270400-A1EA00XA14E

10000037

51849 4104